

FIG. 1

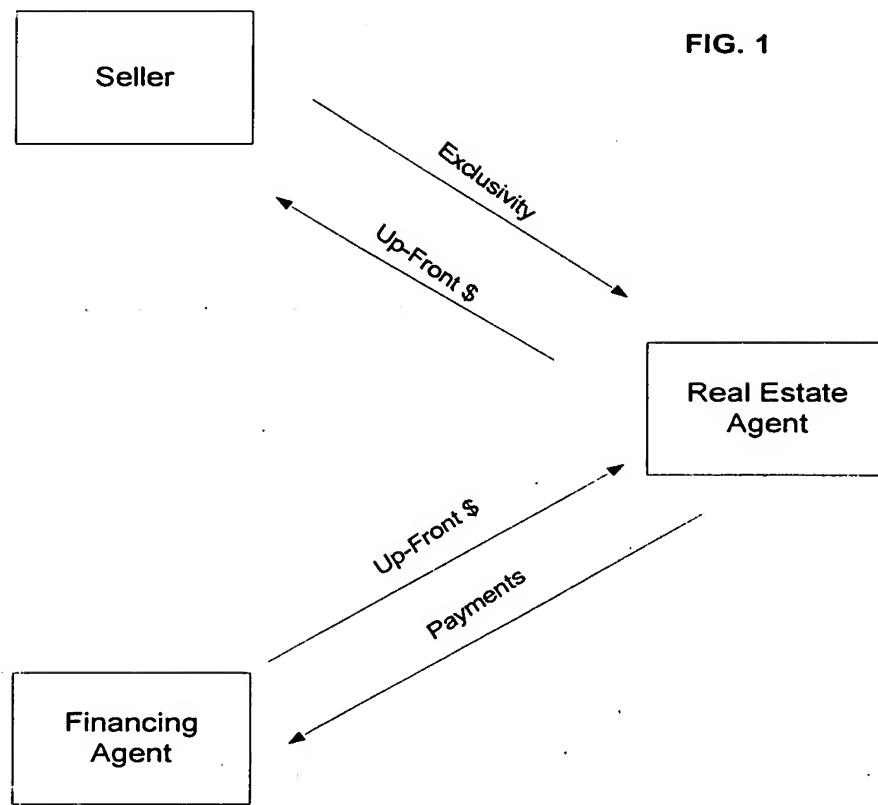


Fig. 2a

# OF ADD'L HOMES LISTED		10	10
AVERAGE PRICE	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000
TOTAL POTENTIAL SALES	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000
ASSUMED FAILURE RATE	10%	20%	30%
TOTAL NET SALES	\$ 9,000,000	\$ 8,000,000	\$ 7,000,000
6% COMMISSION EARNED ON NET SALES	\$ 540,000	\$ 480,000	\$ 420,000
ADVANCES REQUIRED @20% OF 6% COMMISSION ON POTENTIAL SALES	(120,000)	(120,000)	(120,000)
ASSUMED FAILURE RATE	10%	20%	30%
CALCULATED BROKER'S COST	(12,000)	(24,000)	(36,000)
INTEREST RATE ON ADVANCES	10%	10%	10%
ASSUMED MONTHS ON MARKET	4	4	4
INTEREST COST ON ADVANCES	(4,000)	(4,000)	(4,000)
TOTAL COST TO BROKER BEFORE LICENSE FEE	(16,000)	(28,000)	(40,000)
NET BENEFIT TO BROKER	524,000	452,000	380,000

FIG. 2D

# OF ADD'L HOMES LISTED	10	10
AVERAGE PRICE	\$ 1,000,000	\$ 1,000,000
TOTAL POTENTIAL SALES	\$ 10,000,000	\$ 10,000,000
ASSUMED FAILURE RATE	10%	20%
TOTAL NET SALES	\$ 9,000,000	\$ 8,000,000
3.5% COMMISSION EARNED ON NET SALES ADVANCES REQUIRED @20% OF 6% COMMISSION ON POTENTIAL SALES	\$ 315,000	\$ 280,000
ASSUMED FAILURE RATE	(120,000)	(120,000)
CALCULATED BROKER'S COST	10%	20%
INTEREST RATE ON ADVANCES	(12,000)	(24,000)
ASSUMED MONTHS ON MARKET	10%	10%
INTEREST COST ON ADVANCES	4	4
TOTAL COST TO BROKER BEFORE LICENSE FEE	(4,000)	(4,000)
NET BENEFIT TO BROKER	(16,000)	(28,000)
	299,000	252,000
		205,000